



South Cork  
**Enterprise** Board

# ANNUAL REPORT 2010



Department of Enterprise,  
Trade and Innovation  
Enterprise Ireland  
Small Business Development  
Agency



EUROPEAN REGIONAL  
DEVELOPMENT FUND

**Investing in your Future**

The South Cork Enterprise Board Ltd.

**CHAIRMAN**

Douglas Kelleher

IBEC

**SOUTH CORK ENTERPRISE BOARD MEMBERS**

Liam Burke	FAS
Fred Gosnell	SIPTU
John Shiel	Enterprise Ireland
Annette Graepel	Graepel Perforation & Weavers
Susan Jacob	S. Jacob Consulting
Gerard O'Connell	IFA
Gillian Keating	J.W. O'Donovan &Co
Jerry McCarthy	TEAGASC (Resigned 21 <sup>st</sup> Oct 2010)
Declan Daly	Asst. County Manager
Barbara Murray	Cork County Council
Pat Burton	Cork County Council
Aindrias Moynihan	Cork County Council
Martin Coughlan	Cork County Council

**EVALUATION COMMITTEE MEMBERS**

Gary Duffy	Haswell Consulting
Dermot McCarthy	TEAGASC
Pat O'Donnell	Bank of Ireland
Larry O'Dwyer	Ernst & Young
Ann Cronin	Enterprise Ireland
Sharon Corcoran	Cork County Council

**CHIEF EXECUTIVE OFFICER**

Sean O'Sullivan

Joe Burke	– Assistant Chief Executive
Ciara McGee	– Business Adviser
Liz Murphy	– Administrative Officer

## **Chairman's Report 2010**

2010 remained another challenging year for all sectors of small businesses. Public confidence still at an all time low, and access to money, became even tighter than 2009.

In these circumstances it became more important than ever for the Board to nurture confidence and innovation amongst the micro-enterprise sector in the South Cork Region.

As in previous years training within the client base of the South Cork Enterprise Board remained a core activity. During the year 57 training initiatives of varying duration were completed with 583 individual participants.

Aside from training, the Measure 1 programme of the Board resulted in over €300,000 being made available in grant support to businesses within South Cork Region. Of these Priming Grant accounted for 61%, Feasibility Study for 7% and Business Expansion Grant 32%.

Despite the continued economic crisis and business uncertainty, 2010 has been an important and successful year for the Board as we work towards the objectives we had set out in our action plan "Driving Entrepreneurship, Innovation and Small Business in South Cork.

To my fellow directors and South Cork Enterprise Board Members, I would like to express my thanks and appreciation for their input and commitment to the activities of the organisation throughout the year. Similarly I wish to express the Board's appreciation of the work undertaken by our Evaluation Committee. And finally on behalf of the Board I wish to acknowledge the contribution of the staff of the South Cork Enterprise Board in implementing and driving the development and support agenda of the organisation within the small business sector of the region.

  
**DOUGLAS KELLEHER**  
**CHAIRMAN.**

## **South Cork Enterprise Board Ltd.**

### **Chief Executive Officer's Report**

As has been stated by the Chairman 2010 proved to be yet another very difficult year on many fronts for small business. Many enterprises were forced to cut costs, to let staff go and others even have to close down altogether. Many businesses who survived 2009 are still trying to forge a path through continued challenging times.

Throughout 2010 the South Cork Enterprise Board worked closely with many owner/managers of small enterprises within the region to not only support them through the current economic crisis but also to make sure that we had a clear understanding of the day to day issues being faced. Credit has continued to become difficult to gain access to, the suite of financial supports available through the Board presents many owner/managers with the opportunity to diversify, grow and develop into strong sustainable businesses. These financial supports are in summary Priming Grants (for businesses in first 18months of trading), Business Expansion (for businesses trading longer than 18months) and Feasibility Study.

2010 also saw the inaugural CorkMEET event which was held in Little Island with over 400 participants engaging in a 3 day business to business networking forum. It was reported to have had over 300 client companies participating in the main pre-arranged meetings, with a further 34 exhibitors and 175 participants present at the Ask the Buyer Event. South Cork partnered with other Cork CEBs and Cork County Council in funding this event along with our non-funding partner, Cork Chamber of Commerce.

Despite the ongoing difficulties on the economic front the Board continued to support the start-up and growing businesses within the region. We will continue to lobby for additional supports for the small business sector in order to try and leverage as much support as we can for that part of the business community that can be to the forefront of our economic recovery.

The Board is very grateful to all partners that have supported our activities during 2010.

I would also like to thank all those who ensured the successful operation of the activities of the South Cork Enterprise Board during 2010 including the Evaluation Committee, the Board members, our mentors and trainers. In particular special thanks to our chairman and the dedicated staff of the Board without whose drive and enthusiasm the successful implementation of the activities of the organization would not be possible. I very much look forward to working with this committed team into 2011 and ensuring the continued development of the small business sector going forward.

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**SEAN O’SULLIVAN**  
**CHIEF EXECUTIVE OFFICER**

**SOUTH CORK ENTERPRISE BOARD**  
**CLIENT CHARTER**

**Objective**

The objective of the South Cork Enterprise Board Ltd. is to discharge the duties entrusted to it by the Minister for the Department of Enterprise Trade & Employment in an efficient and professional manner, while always recognising their right to a prompt and courteous service.

When you are dealing with the South Cork Enterprise Board Ltd., staff will seek to ensure that you get satisfactory assistance.

**Courtesy and Helpfulness**

Expect that in all your contacts with the South Cork Enterprise Board Ltd. be they in person, by telephone or by correspondence, you are at all times dealt with by the staff of the South Cork Enterprise Board Ltd. in a courteous and helpful manner.

In all correspondence you will be given the name of the officer with whom you are dealing and be directed to the appropriate officer dealing with your enquiry.

**Information**

To be given full and accurate information in simple language in relation to any query you may raise.

**Efficiency**

To expect that all queries are dealt with in a speedy and efficient manner, while recognising the need to keep to a minimum any cost which you might necessarily have to incur.

**Privacy and Confidentiality**

To have all information, both personal and business, provided by you dealt with in total confidence and in a manner which respects your dignity.

**Redress**

To expect that any legitimate complaint regarding;

- (a) the improper administration of the functions entrusted to this Board OR
- (b) the manner in which an enquiry was processed

will be dealt with speedily and sympathetically. Should the matter not be capable of being resolved to your satisfaction by board Officers, you can, of course, approach the



Ombudsman's office or ultimately you may have rights in law to independent review. Systems are being put in place within the South Cork Enterprise Board Ltd. to ensure that all legitimate complaints are dealt with fairly and speedily.

## **Profile of South Cork Region**

South Cork consists of the core of the Southwest region. The area of operation of the South Cork Enterprise Board represents 40% of Cork County with a population in excess of 165,000 people. This area encompasses the satellite towns of Ballincollig, Carrigaline, Cobh, Kinsale and Midleton in addition to Glenville to the North, Youghal to the East as well as Macroom and the villages of Ballyvourney and Ballingeary to the West.

The main physical feature of South Cork is the river Lee that rises in Gougane Barra and enters the sea some 60 miles later at Cork Harbour. South Cork is bounded on the east by the river Blackwater, on the South by the Celtic Sea and the Atlantic Ocean, to the West by the Kerry bounds and in the North by the Boggeragh, Derrynasaggart and Nagles Mountains.

Cork has a long industrial tradition based on heavy industries centered on its deep-water harbour such as shipbuilding, car manufacturing and textiles. Over the last twenty years these industries have been replaced by more modern industries. In particular, there has been a large concentration in both the pharmaceuticals/healthcare and chemicals sector and in electronics/engineering sector. Recently, there has been a shift towards software, shared services and e-commerce sectors, collectively known as international services. These sectors ensure Cork remains a leader in technology.

The quality of life in Cork is considered to be among the finest in the country. The high percentage of foreign nationals living in the region is testimony to this fact. There are many amenities in the area, with places of interest to visit as well as many sporting and leisure activities. There are numerous golf courses to choose from as well as tennis centers, riding schools, bowling and water sport centers.



**Map of County Cork and the South Cork Region**

## **Operational Programme for Micro Enterprises**

### **Strategic Aims and Objectives**

South Cork Enterprise Board Ltd. will endeavour to become the seedbed from which will grow businesses capable of underpinning future economic prosperity in the South Cork region. In order to maximise the number of projects which can eventually develop into strong export entities, priority in providing grant assistance will be given to projects which the South Cork Enterprise Board Ltd judges to have the potential over time to graduate to Enterprise Ireland Manufacturing or Internationally Traded Services portfolios. Some projects can also be expected to make the transition based on an initial strategy of import substitution, and projects falling into that category should also receive priority attention.

With a large number of Multi-National Corporations present in the South Cork region the role of small businesses as sub-suppliers to the large business is now becoming even more important in the overall economy of the region. South Cork Enterprise Board Ltd will support small enterprises that can assist in this vital sub supply area, both in respect of the delivery of products and services. This will require the combined use of selective financial assistance and also supports in developing the broader range of business competencies that are necessary to successfully undertake this role in the quality based flexible manner that larger multi-national companies require.

The creation of new network opportunities which increases the opportunity for growth and development of participating Micro enterprises will be encouraged by the South Cork Enterprise Board Ltd. This will establish a foundation for participant Micro enterprises to learn from the experiences of others as well as benefiting from the skill and knowledge resources created by networks.

The South Cork Enterprise Board Ltd will take an integrated approach to Enterprise Development needs of Micro enterprises in the region. Promoters will be assisted to build viable self-sustaining businesses, which will not require on-going financial support from South Cork Enterprise Board Ltd. Our aim is to move progressively from an emphasis on financial assistance towards capability development.

### **The Micro Enterprise Intervention Programme**

- Selective Financial Intervention
- Entrepreneurial and Capability Development

Thus equal opportunity will be accorded to job creation and capability development.



## **Selective Financial Intervention (Sub Measure 1)**

County & City Enterprise Boards (CEBs) provide a range of financial supports designed to assist with the establishment and/or growth of small scale businesses employing up to ten people. In November 2009 a new suite of financial instruments were approved to meet the current and future needs of entrepreneurs and micro-enterprises.

### **Grant Awards 2010**

The suite of financial supports available to qualifying businesses in 2010 is outlined below.

#### **Priming Grants (For Businesses Trading less than 18 months)**

A Priming Grant is a business start-up grant, available to qualifying micro enterprises within their first 18 months of trading. Generally grant levels will be to a maximum of €80,000 or 50% of the relevant investment, whichever is the lesser. Eligible expenditure includes capital items, salary costs, rental/accommodation costs, utility costs, marketing costs, consultancy costs and specialised business-specific training costs. Grants over €80,000 and up to €150,000 shall be the exception and shall only apply in the case of projects that clearly demonstrate a potential to graduate to Enterprise Ireland and/or to export internationally.

#### **Business Expansion Grants (For Businesses Trading longer than 18 months)**

The Business Expansion Grant is designed to assist a business in its growth phase after the initial 18 month start-up period. Generally grant levels will be to a maximum of €80,000 or 50% of the relevant investment, whichever is the lesser. Micro enterprises that have availed of a Priming Grant are ineligible to apply for a Business Expansion Grant until 18 months after the final drawdown date of the Priming Grant, except in exceptional circumstances. Eligible expenditure includes capital items, salary costs, utility costs, marketing costs, consultancy costs and specialised business-specific training. Grants over €80,000 up to €150,000 may be awarded in exceptional cases with clear potential to graduate to the Enterprise Ireland Portfolio and/or export internationally.

#### **Feasibility/Innovation Grants**

Feasibility/Innovation Grants are designed to assist the promoter with researching market demand for a product or service and examining its sustainability. Up to 50% of the cost of undertaking feasibility study on an innovative new product or service may be considered subject to a maximum of €20,000. Eligible expenditure includes assistance with innovation including specific consultancy requirements, hiring of expertise from third level colleges, private specialists, design, patent costs, and prototype development.

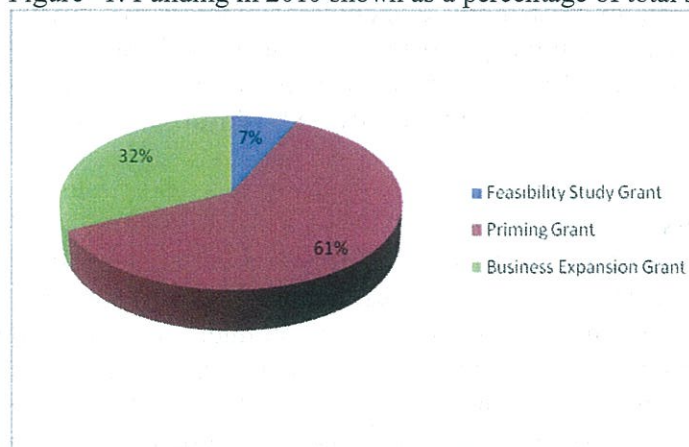
## ELIGIBILITY CRITERIA FOR FUNDING

1. Projects in niche manufacturing or niche internationally traded services, which in time can graduate to the Enterprise Ireland Portfolio.
2. Participation by the Enterprise Boards with other agencies (local authorities, state agencies, chambers of commerce and private sector interests) in the provision of industrial space for small enterprises or advanced technological facilities for small business.
3. Other worthwhile commercial ventures promoted by the long-term unemployed or those made redundant, which will contribute to both national competitiveness and local development but will avoid displacement.
4. Promising projects emerging from work in second or third level colleges.

## Projects Supported in 2010

GRANT TYPE	TOTAL AMOUNT (€)
Feasibility Studies	23,450.00
Priming Grants	206,900.00
Business Expansion Grants	111,060.00
<b>TOTALS</b>	<b>€341,410.00</b>

Figure 1: Funding in 2010 shown as a percentage of total spend



## Projects Supported in 2010

### FEASIBILITY STUDY

NAME	SECTOR	FILE NO	AMOUNT (€)
Business Software Solutions	Information Technology	10/03	6,000.00
Airdryer Systems	Manufacturing	10/12	6,500.00
Sean Hyde	Leisure & Tourism	10/24	5,950.00
Russell Quigley	Health & Wellbeing	10/25	5,000.00
		<b>TOTAL</b>	<b>23,450.00</b>

### PRIMING GRANTS

NAME	SECTOR	FILE NO	AMOUNT (€)
Phare Creation Limited	Information Technology	10/04	26,400.00
Asterion Software	Information Technology	10/05	9,000.00
DirectBooks.com	Information Technology	10/07	7,000.00
Irish Telecoms Ltd	Telecommunications	10/08	28,000.00
Tenders 3D Ltd	Information Technology	10/14	12,000.00
DirectBooks.com	Information Technology	10/07/a	6,000.00
Airdryer Systems	Manufacturing	10/12/a	18,500.00
R&D Slua	E-Commerce	10/15	7,500.00
Acumenx	Telecommunications	10/16	12,500.00
Fortewave Technology	Information Technology	10/17	11,000.00
ODG Technologies	Information Technology	10/18	17,500.00
Canvas Works Ltd	E-Commerce	10/19	10,000.00
Munster Tool & Die	Medical Devices	10/20	8,000.00
Apple n Eve	Craft	10/22	10,000.00
Milestone Solutions	Manufacturing	10/23	16,000.00
Leegen	Environmental	10/26	7,500.00
		<b>TOTAL</b>	<b>206,900.00</b>

### BUSINESS EXPANSION GRANTS

NAME	SECTOR	FILE NO	AMOUNT (€)
Hello France Ltd	Leisure & Tourism	95/53/a	15,000.00
Atlantic Flight Training	Aviation	10/13	30,000.00
Ferfics Ltd	Electronics	08/11/a	66,060.00
		<b>TOTAL</b>	<b>111,060.00</b>

### TOTAL GRANT SPEND IN 2010

	<b>TOTAL</b>	<b>€341,410.00</b>
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## ENTREPRENEURIAL & CAPABILITY BUILDING

### (Sub MEASURE 2)

*NDP "funding to be provided for programmes aimed at increasing entrepreneurial managerial capability of individuals and firms through training and development initiatives targeted at students in second-level schools and colleges, mentoring programmes for entrepreneurs, and development and delivery of dedicated training modules in core management skills for managers/promoters of micro-enterprises."*

The South Cork Enterprise Board aims to foster and support start up companies and existing micro enterprises by way of business advice. The Board provides specialised training and development services that enable business to become more competitive. As part of the support portfolio mentors are assigned to clients who need practical and sound one-to-one business advice and guidance specific to their needs. The board also runs business and management skills training to assist companies in identifying key issues to manage their business. Areas covered include business planning, financial control, market research, selling techniques, and business strategy planning

As part of its commitment to client support and the delivery of improved financial controls within SME's, the South Cork Enterprise Board Ltd will continually assist its client SME's with site visits and quality after care support.

Internal capability building allied to new technology skills will be paramount in micro-enterprise development. The South Cork Enterprise Board Ltd will lead in the promotion of best practice and quality management in developing SME's in the region. In addition to mentoring, general management development, financial structuring, product development, marketing, legislation, corporate organisation and strategic planning the South Cork Enterprise Board Ltd also develops training for the micro enterprise.

Influences at home and early schooling reflect the commencement of a complex process entailing the conveyance of knowledge and the empowerment of the individual. The South Cork Enterprise Board in partnership with the 3 other CEB's in Cork established the Cork Schools Enterprise Programme. Educational institutions from primary to 3<sup>rd</sup> level will be part of coordinated enterprise initiatives, which will help to develop the future entrepreneurs in the region.



## Training & Business Development for Small Businesses

In 2010 the board had another very successful year in the training and development area. South Cork Enterprise Board clients continued to participate in training initiatives in 2010. The Board ran a total of 57 training initiatives with 583 participants attending. We have seen a huge growth in the demand for social media and PR related programmes during this period.



<b>Starting Up.....</b> <ul style="list-style-type: none"> <li>- Ideas Generation</li> <li>- Start Your Own Business Programme</li> <li>- Business Planning &amp; Design</li> </ul>	<b>Sales &amp; Marketing.....</b> <ul style="list-style-type: none"> <li>- Creative Marketing on a shoe-string</li> <li>- Selling Skills</li> <li>- Increase Your Sales</li> <li>- PR – how to generate free publicity</li> </ul>
<b>Finance.....</b> <ul style="list-style-type: none"> <li>- Taxation &amp; VAT</li> <li>- Manual Book-keeping</li> <li>- Pricing your product or service</li> <li>- SAGE 50 Accounts</li> <li>- Sort My Books</li> </ul>	<b>Business Management....</b> <ul style="list-style-type: none"> <li>- Personal Productivity &amp; Leadership Mgt</li> <li>- Grow your sales &amp; Boost your cash-flow</li> <li>- Managing cash-flow</li> <li>- Human Resource Management for business leaders</li> <li>- Power Tenders, the secrets of writing winning bids</li> </ul>
<b>Information Technology....</b> <ul style="list-style-type: none"> <li>- Website planning &amp; design</li> <li>- Online Marketing</li> <li>- Building Connections &amp; Spreading your message online</li> </ul>	<b>Other Initiatives.....</b> <ul style="list-style-type: none"> <li>- Advanced Food Programme</li> <li>- Knowledge based IT programme</li> <li>- Showcase 2010/2011</li> <li>- Cork Enterprise Month 2010</li> <li>- Cork Craft Month 2010</li> <li>- NEW</li> <li>- PLATO</li> <li>- CORKMEET 2010</li> </ul>



All training initiatives offered by the Board are practical and interactive with emphasis on implementation and in some cases one to one mentoring is built into the programme. Each training package presents business clients with great development opportunities at very low cost.

SCEB currently have a very user friendly online booking facility which enables clients to view current training schedule and events, book online with Realex secure payment exchange. The website currently holds in excess of 1000 unique email subscribers. For further information visit [www.sceb.ie](http://www.sceb.ie).





## **Mentor Supports**

The Board provides specialised mentoring services that enable business to become more competitive. Mentors are assigned to clients who need practical and sound one-to-one business advice and guidance specific to their needs.

During the year 68 mentors were appointed to SMEs in the South Cork Region.

### **Showcase 2010 – A Great Success!**

Ten Cork based craft companies participated in Showcase Ireland from 24<sup>th</sup> – 27<sup>th</sup> Jan 2010 as sponsored by Cork County & City Enterprise Boards. Five of which were SCEB clients, including, Simone O' Shaughnessy (Bagoose Clothing), Hilary Nunan (Hilary Nunan Paintings), Liz Burgess (liz Burgess Ceramics), Belinda Northcote (Northcote Designs) and Julian Smith (Julian Smith Ceramics). The CEB area where Cork County & City Enterprise Board stands were located was reportedly of the highest footfall over the 4 day period. All 10 exhibitors had a very positive experience at Showcase, all made concrete orders and generated many new potential business leads.



Pictured at Showcase Ireland 2010, 24<sup>th</sup> to 27<sup>th</sup> Jan: Meabh Ring (Left), Showcase 2010 Co-ordinator and Belinda Northcote (right), Northcote Designs.



### **Cork Enterprise Month**

Cork Enterprise Month took place in March of this year as the four Boards in Cork joined together in celebrating entrepreneurship and enterprise in the region. This initiative was officially launched by Minister for Trade and Commerce, Billy Kelleher TD, on Friday 26<sup>th</sup> February. A range of activities and events took place during this period to promote and encourage entrepreneurship and innovation and provide support to the micro-business sector throughout the County. Speaking at the launch, Minister for Trade and Commerce, Billy Kelleher TD said, "It is very encouraging to see the pro-active approach of the Cork County & City Enterprise Boards involves in organising Cork Enterprise Month. So much happens throughout the year in association with the CEBs, but it is great to actually stop and take account of all the activities and events that will help to nurture an entrepreneurial spirit in Cork. One of the main focuses of Enterprise Month has been the provision of a diverse range of business training and seminars. Networking events and entrepreneurial platforms have also been highlighted throughout the month, such as Green Shoots Programme and the Genesis Enterprise Programme.



Pictured at the launch of Cork Enterprise Month, Minister Billy Kelleher TD with Dave Cody, Cork City Enterprise Board; Sean O' Sullivan, South Cork Enterprise Board; Joan Kelleher, North Cork Enterprise Board and Christine Heffernan, West Cork Enterprise Board.

# smile :-)

## Resource Exchange

Under the Wastematchers banner we have developed a Waste Exchange Network event (SMILE – Saving Money Through Industry Linkage and Exchange). SMILE Resource Exchange is a service for business that encourages the sharing and exchanging of resources in order to reduce costs and help the environment. Based on the concept that “one’s waste could be another’s resource”; businesses have opportunities to identify potential partnerships through networking exchange events and an online exchange facility.

During the initial 6 month pilot the project has achieved considerable successes in 2010 including:

- Delivery of 2 successful events in the Cork region
- Identification of 667 potential matches
- Potential cost saving of €812,980 identified
- Attendance of 104 businesses at 2 events
- Development of a website for members, [www.smileexchange.ie](http://www.smileexchange.ie) with 100 members
- Appointment of a Project Manager & Project Co-ordinator
- Development of a positive brand for the project
- Significant promotion and coverage of the event in press and social media





Pictured at the launch of SMILE Michelle Green, SMILE Project Manager with Sean Sheehan (WiseTek Solutions) and Paschal Buckley (Macroom Motors).

### **Knowledge Intensive Enterprise Development Programme**

This programme is a follow on from the very successful Software/IT Business Development Programme initiated and run by the Board over the past two years which targeted only enterprises in the Information Technology sector. Fifteen clients have undertaken the programme in 2010 and all have expressed how invaluable the programme was and how it has helped their businesses to formulate strategy and development of their business plans.

Based on the success of the IT Programme the Board now wish to expand the programme to include more Knowledge-based enterprises not just in the Software/ IT/Electronics but to the Business Services, Customer Services, Medical Devices, Life Sciences, Pharmaceuticals, Environmental/Green Technologies, Engineering and Manufacturing.

The programme focuses in the following areas ; Marketing strategy, Sales Management, Researching Markets, Sales Forecasting, Project Management, Human Resources and Intellectual Property . The emphasis on the topic covered by way of workshops and mentoring will be dictated to by a Business Audit that will be carried on each participating business before the programme commences.



CORKMEET 2010 followed on from the successful CORKMEET 2009, which was the first networking event based on the established Futurallia concept to be held in Ireland. As in the previous year, CORKMEET 2010 was funded by Cork County Council, Cork County & City Enterprise Boards and organised in partnership with Cork Chamber and it was project-managed by Macroom E. The event was a great success again in 2010, with six delegation leaders, three of them coming from Spain, Wales and England respectively. Three hundred and eighteen companies attended the main networking event, an increase of 7% on last year while thirty four exhibitors took part in the event, an increase of 41% on last year. There were three hundred and eight meeting schedules on the main networking day, while the Ask the Buyer event, an addition to last year's event in order for companies to meet with multi-nationals, saw three sessions of meetings involving one hundred and seventy five companies and nineteen multi-nationals. The registered companies came from seven different countries and covered at least fifteen different business sectors. In total, it is estimated that participation at the event over the three days was in excess of four hundred and thirteen people.

The feedback from the event was very positive with of 75.5% of companies rating CORKMEET 2010 as very good or excellent and 13.2% rating it as good. 99.0% of the companies said that they would be following up on meetings arranged at the event and 93.4% of the companies said that they would attend a similar event in 2011 should it be arranged. The Ask the Buyer event also received very positive feedback with 41.5% of companies rating it as very good or excellent and 31.4% rating it as good. In total there were 2,579 one-to-one meetings at the main networking event and over 500 meetings at the Ask the Buyer event.





### **Cork Food Forum – 30<sup>th</sup> June 2010**

Following on from the success of the Cork County & City Enterprise Board's first ever Cork Food Forum in November 2009, the Boards ran a second event in 2010. The Cork Food Forum is a new initiative to Cork and is funded and managed by the Cork County & City Enterprise Boards and co-ordinated by Bullseye Marketing. The Boards plan on running two such events annually with each forum highlighting aspects of the food industry and responding to the various issues or challenges that may arise within the sector. The events include keynote speakers as well as showcase tasting opportunities for Cork food producers and lots of networking opportunities.

On the 30th of June 2010, top industry experts in the areas of media, communications, marketing, production and retailing gathered to address food business entrepreneurs at the Cork Food Forum in Kinsale. Guest speakers included: Liam Ryan, Ryan's SuperValu chain, Cork & Limerick; food entrepreneur, Deirdre Hilliard of The Just Food Company and internet and communications expert, Damien Mulley, Mulley Communications. The event was very well attended and received and attracted top food producers, food entrepreneurs, distributors, buyers and foodservice providers. The forum is a fantastic networking opportunity for anybody involved in the thriving food sector, which makes up 8% of Ireland's GDP.





## **Cork Schools Enterprise Programme**

There are 5 core areas within the Cork Schools Enterprise Programme:

1. Student Enterprise Awards
2. Dragons' Den Style Competition
3. Applied Business Question Competition
4. Businessgame.ie
5. In-school talks

2010/2011 was another very successful year for the Cork Schools Enterprise Programme. This year, once again, saw the expansion of the list of activities to include an Applied Business Question competition, aimed at Leaving Certificate students.

A total of **14 schools** took part in the Schools Enterprise Programme this year, with three new schools being recruited.

### **Student Enterprise Awards**

A total of **474 students** in schools all over the South Cork region took part in the Student Enterprise Awards (SEAs) 2010/2011. The main activities for the SEAs this year included:

***Teachers' Briefing Day:*** the year began with a Teachers' Briefing Day in September held in the Maryborough Hotel. The event was extremely well-attended. Teachers participated in a practical workshop on 'Idea Generation' delivered by innovation expert Sadie Wheatley of SW Design and were also addressed by the Entrepreneur in-residence in Cork Institute of Technology, Mr. Kieran Moynihan. The Teacher Briefing Day is an invaluable opportunity for teachers to voice their expectations for the coming year and to discuss issues regarding the Programme with the Schools Co-Ordinator and other teachers involved in the Programme.

***Trade Fair:*** the annual Trade Fair took place on 10th December 2010 in Blackpool Shopping Centre. A total of 17 teams from the South Cork region took part in the event which was a huge success. Students gained valuable experience in displaying and selling their products to the public as well as the experience of being judged and interviewed by local entrepreneurs. The top prize on the day went to one of the new schools to the Programme this year – Ballincollig Community School.

***Regional Final:*** the Regional Final took place on 8th March as part of the CIT Innovation Day. A total of 9 teams from South Cork took part in the event. Students set up exhibition stands and completed a judge's interview as well as delivering a formal business presentation as part of the competition. Students also got the valuable opportunity of seeing the innovation projects being presented on the day by 3<sup>rd</sup> level

students at CIT. Ballincollig Community School again walked away with the 1<sup>st</sup> prize on the day.

***National Final:*** our Schools Enterprise Co-Ordinator worked with the winning team 'Mint Web Design' from Ballincollig Community School to prepare them for participating in the National Final in Croke Park on 14<sup>th</sup> April 2011. This involved visiting the students at the school to work with them on their exhibition stand and interview skills. Our Co-Ordinator also worked with the teacher and winning team to refine the business report in advance of being submitted to judges for the National Final.

### **Dragons' Den Style Competition**

This year was the second year of the Dragons' Den Style Competition. There was a significant increase in the uptake for the competition this year and very positive feedback from teachers. The event moved to a larger venue in the Silversprings Moran Hotel. Submissions were sent to schools in October and entries received in February. A short listing process then took place to pick 10 Junior Teams and 10 Senior Teams to participate at the live finals in front of a panel of Dragons. The event was a joint venture between South Cork, North Cork and Cork City Enterprise Boards.

### **Applied Business Question Competition**

The ABQ Competition was a new addition to the list of enterprise activities for schools this year. Our Schools Co-ordinator, Yvonne O'Neill, wrote a case study on a local business and accompanying questions, modeled on the Applied Business Question on the Leaving Certificate business paper. Copies were sent to every Leaving Certificate class in South Cork and students encouraged to participate.

The new initiative has received excellent feedback from the teachers in Cork. The teachers felt that this element of the Programme was very helpful as it gave exam students the opportunity to gain all-important practice for their Leaving Certificate exam. The Business Studies Teachers Association in Cork were extremely impressed with the quality of the case study and distributed it to all members at a meeting earlier this year for use in classrooms across Cork.

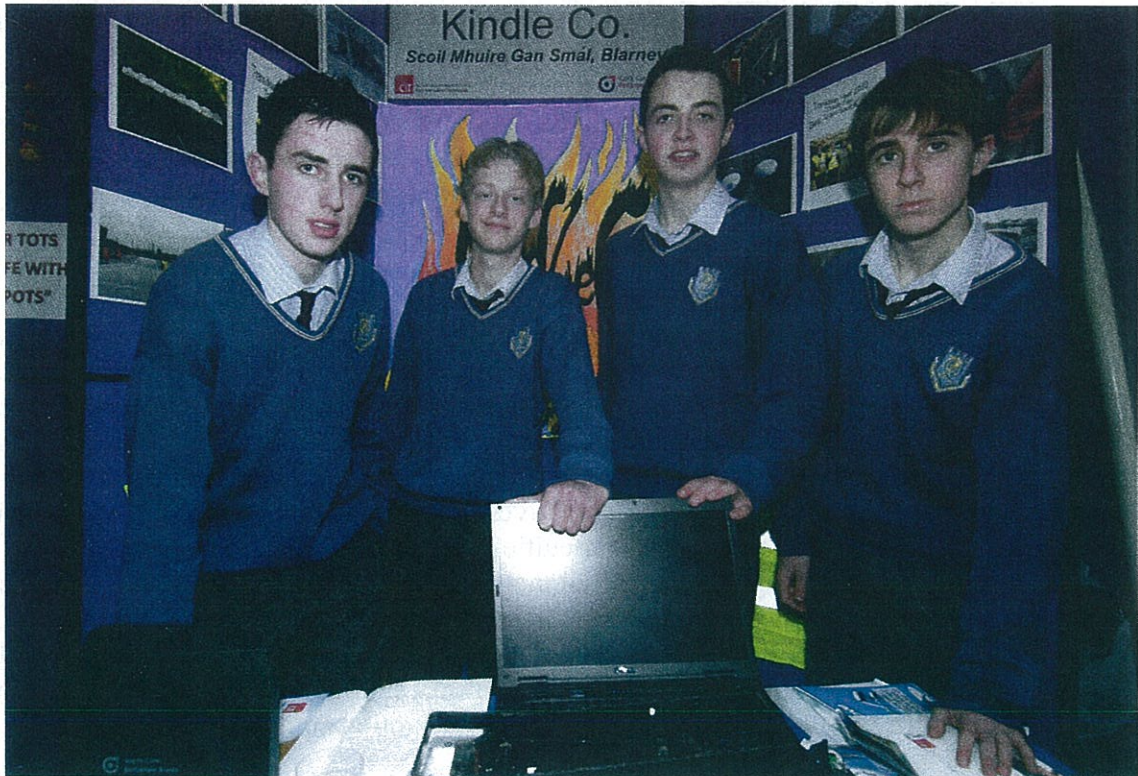
### **Businessgame.ie:**

Promotion of the online, interactive businessgame.ie, sponsored by Ulster Bank and Microsoft, was ongoing during the year. Our Schools Co-Ordinator visited various schools to give practical demonstrations of how the game works to students in the computer lab.

### In-school talks:

A variety of in-school talks to students were also organised during the year. Local business mentors were organised to visit students participating in the Student Enterprise Awards Programme to speak on various topics such as marketing and publicity, finance, production etc...

Local entrepreneurs were also recruited to speak to students in various schools who were not participating in the SEAs.



Students at Scoil Mhuire Gan Smal, Blarney, at the Regional finals in CIT Campus, March 2010.

### **Third Level Initiatives**

#### **UCC ENTREPRENEURIAL SOCIETY**

In the past two years the CEBs have been responsible for supporting the re-emergence of the UCC Entrepreneurial Society on campus. This was felt important as there has been less engagement between UCC and the CEBs and rather than associating with the successful and always strong UCC Economic Society which is very much a society for the business faculties that the UCC Entrepreneurial Society had a much wider appeal to the general student body. The society has been advised when called upon by the CEBs and some supportive UCC staff but very much the ethos of College Societies is that they should drive their own agenda. They have done this with some excellent events over the past two years but there is a need for a more direct engagement from the CEBs within UCC with a goal of getting directly involved in fostering campus company type initiatives.

#### **CIT INNOVATION PROGRAMME**

This programme is one in which multi-discipline teams are formed from the various faculties on campus and compete for the annual CEB sponsored Prize for Innovation. The idea is that business ideas are brought to a level where working prototypes are developed along with complete business plans and where possible engagement with industry or commercial input from off campus. Students are placed together from all the different schools so teams may have representatives from the business schools, the engineering schools, medical device etc. Some faculties allow the participation in the competition to account for a percentage of the overall marks for the student for the year. The success of the programme has not only been in the highly innovative projects that compete for the overall prize each year but on an all-island basis each year the CIT projects have figured very prominently in the Enterprise Ireland Third Level competitions and have even gone on to European and global success in student innovation competitions.

#### **CIT ACCELERATING CAMPUS ENTREPRENEURSHIP PROGRAMME**

This is a Masters Programme whereby the CEBs again in partnership with the college are sponsoring two students to undertake a programme developing Entrepreneurial Awareness on campus which. On the one hand this programme is aimed at the student body regardless of their discipline but also coinciding with a programme whereby the non-business school faculties are looking to develop and integrate in their core curriculum subjects that deal with entrepreneurial opportunity.

**SOUTH CORK ENTERPRISE BOARD LTD.**

Financial Statements  
Year Ending 31 December 2010

## **Overview of Energy Usage in 2010**

*The South Cork Enterprise Board Ltd currently rents premises at South Ring Business Park, Kinsale Rd, Cork. The main and only energy source consumed at these premises is electricity.*

In 2010, *South Cork Enterprise Board* consumed 26,348 units of energy, consisting of:

- 26,348 units of electricity

## **Actions Undertaken in 2010**

In 2010, *South Cork Enterprise Board* undertook a range of initiatives to improve our energy performance, including:

- *Ensure lights and other electrical devices are off when not in use*
- *Ensure thermostat is set at minimal levels necessary to ensure comfort in surroundings.*
- *Ensure seasonal adjustments as necessary.*

## **Actions Planned for 2011**

In 2011, *South Cork Enterprise Board* intends to further improve our energy performance by undertaking the following initiatives:

- *Continue to ensure lights are switched off when not in use*
- *Continue to ensure electrical appliances are off when not in use*
- *Continue to ensure thermostat set at minimal levels appropriate to season at all times.*
- *Staff members at SCEB are conscious of energy consumption and fully co-operative in the actions mentioned above to improve our overall energy efficiency.*



**SOUTH CORK ENTERPRISE BOARD LTD.**

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**SOUTH CORK ENTERPRISE BOARD LTD.**

**BOARD MEMBERSHIP AND GENERAL INFORMATION**

<b>Board Members:</b>	Douglas Kelleher (Chairperson)	
	Fred Gosnell	
	Liam Burke	
	Annette Graepel	
	Susan Jacob	
	John Shiel	
	Jerry Mc Carthy	Resigned 21/10/2010
	Declan Daly	
	Gerard O'Connell	
	Martin Coughlan	
	Barbara Murray	
	Pat Burton	
	Aindrias Moynihan	
	Gillian Keating	
<b>Secretary:</b>	Liam Burke	
<b>Chief Executive Officer:</b>	Sean O' Sullivan	
<b>Registered Office:</b>	Unit 6A, South Ring Business Park, Kinsale Road, Cork.	
<b>Auditors:</b>	Comptroller and Auditor General, Treasury Building, Dublin Castle, Dublin 2.	
<b>Bankers:</b>	Bank of Ireland, Douglas, Cork.	
<b>Solicitors:</b>	O'Flynn Exhams Solicitors, 58 South Mall, Cork.	

## **SOUTH CORK ENTERPRISE BOARD LTD.**

### **Report of the directors for the year ended 31 December 2010**

The directors submit their report together with the audited financial statements for the year ended 31 December 2010.

#### **Principal Activities**

South Cork Enterprise Board is one of 35 County and City Enterprise Boards set up by the Department of Enterprise, Trade and Innovation under the National Plan Development 2007 - 2013. The Board's priority is the generation of employment through the development and support of the micro enterprise sector. The Board provides support in the planning of new enterprises, offers grant aid in the employment, capital and feasibility study areas and provides aftercare services to its client base and beyond.

#### **Highlights of 2010 period**

- \* At the end of 2010 the net jobs created in firms supported by the South Cork Enterprise Board was 1089.
- \* €341,410 was approved to Measure 1 projects submitted for support to the Board.
- \* 23 grants were offered to SMEs throughout the year. Of these there were 16 Priming Grants, 3 Business Expansion Grants and 4 Feasibility Grants.
- \* 33% of the total approved for Measure 1 projects was in refundable form.
- \* €575,642 was approved to Measure 2 projects throughout the year.
- \* 934 second level students from 16 schools students participated in the Cork Schools Enterprise Programme.
- \* In 2010 the Board ran 57 training programmes with 583 participants attending.
- \* 68 Mentors were appointed to SMEs in the region.
- \* Almost 1,000 students participated in various initiatives and programmes at third level in both CIT and UCC during the year.
- \* 8 Board Meetings were held in 2010.
- \* 3 Evaluation Meetings were held in 2010.
- \* Our Trading Link Partnership held the second and hugely successful CorkMEET event in October with 324 companies and 413 participants taking part.
- \* Cork Food Forum was held in June 2010 with over 120 people in attendance. This is a joint initiative of the Cork County and City Enterprise Boards.
- \* As part of Cork Enterprise Month, a joint collaboration of the Cork County & City Enterprise Boards, a diverse range of business training programmes and seminars took place throughout March 2010.
- \* In excess of 300 business clients engaged in training and business development initiatives during this period.
- \* The SMILE Waste Exchange Network held two key events in 2010 with in excess of 100 companies attending these events.

## Future Developments

- \* Continue to develop the Cork Schools Enterprise Programme alongside Innovative programmes at third level.
- \* Implement the new action plan of the Board "Driving Entrepreneurship, Innovation and Small Business in South Cork, 2008-2013".
- \* Continue to organise Management Development Programmes, which cater for the companies within the area.
- \* Continue to raise the profile of South Cork Enterprise Board, its supports and services.
- \* Continue to grant eligible projects, which generate sustainable employment in South Cork.

## Health & Safety

The well being of the Board's employees is safeguarded by adherence to the requirements of the Safety, Health and Welfare at Work Act 2005.

## Auditors

The Comptroller and Auditor General is responsible for the audit of the Board in accordance with Section 5 of the Comptroller and Auditor General (Amendment) Act 1993.

## Statement of Directors' Responsibilities

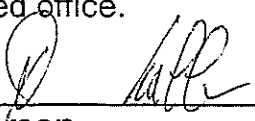
Company Law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and the income and expenditure for that year. In preparing those financial statements, the directors are required to:

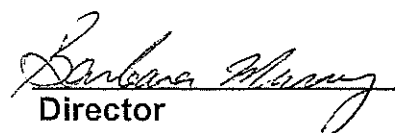
- \* select suitable accounting policies and apply them consistently
- \* make judgements and estimates that are reasonable and prudent
- \* state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements
- \* prepare the statements on a going concern basis unless that basis is inappropriate

The directors are responsible for keeping proper books of account which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Acts 1963 to 2009. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the detection of fraud and other irregularities.

## Books Of Account

To ensure that proper books and accounting records are kept in accordance with section 202 of the Companies Act 1990, the company engages the services of a firm of accountants and maintain appropriate accounting systems. The books of account are located at the company's registered office.

  
\_\_\_\_\_  
**Chairperson**

  
\_\_\_\_\_  
**Director**

Dated: 14/06/2011

**Statement on Internal Financial Control**

**Responsibility for System of Internal Financial Control**

On behalf of the Board of Directors of the South Cork Enterprise Board Ltd., I acknowledge our responsibility for ensuring that an effective system of internal financial control is maintained and operated.

The system can only provide reasonable and not absolute assurance that assets are safeguarded, transactions authorised and properly recorded, and that material errors or irregularities are either prevented or would be detected in a timely period.

**Key Control Procedures**

The Board has taken steps to ensure an appropriate control environment by:

- \* Clearly defining management responsibilities;
- \* Establishing formal procedures for reporting significant control failures and ensuring appropriate corrective action.

The Board has established processes to identify and evaluate business risks by:

- \* Identifying the nature, extent and financial implications of risks facing the Board including the extent and categories which it regards as acceptable;
- \* Assessing the likelihood of identified risks occurring;
- \* Assessing the Board's ability to manage and mitigate the risks that do occur.

The system of internal financial control is based on a framework of regular management information, administrative procedures including segregation of duties and a system of delegation and accountability.

In particular it includes:

- \* Comprehensive budgeting system with an annual budget which is agreed by the Board of Directors;
- \* Regular reviews by the Board of Directors of periodic and annual financial reports which indicate financial performance against forecasts;
- \* Setting targets to measure financial and other performance;
- \* Clearly defined capital investment control guidelines.

**Annual Review of Controls**

I confirm that the Board carried out a review of the effectiveness of internal financial controls for 2010.

**Signed on behalf of the Board**



**CHAIRPERSON**

DATED: 14/6/2011



## Comptroller and Auditor General

### Report for presentation to the Houses of the Oireachtas

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#### South Cork County Enterprise Board Limited

I have audited the financial statements of South Cork County Enterprise Board Limited for the year ended 31 December 2010 under the Comptroller and Auditor General (Amendment) Act 1993. The financial statements, which have been prepared under the accounting policies set out therein, comprise the Statement of Accounting Policies, the Income and Expenditure Account, the Balance Sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and Generally Accepted Accounting Practice in Ireland.

#### Responsibilities of the Directors

The Directors are responsible for the preparation of the financial statements, for ensuring that they give a true and fair view of the state of the company's affairs and of its income and expenditure, and for ensuring the regularity of transactions.

#### Responsibilities of the Comptroller and Auditor General

My responsibility is to audit the financial statements and report on them in accordance with applicable law.

My audit is conducted by reference to the special considerations which attach to State bodies in relation to their management and operation.

My audit is carried out in accordance with the International Standards on Auditing (UK and Ireland) and in compliance with the Auditing Practices Board's Ethical Standards for Auditors.

#### Scope of Audit of the Financial Statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements, sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of

- whether the accounting policies are appropriate to the company's circumstances, and have been consistently applied and adequately disclosed
- the reasonableness of significant accounting estimates made in the preparation of the financial statements, and
- the overall presentation of the financial statements.

I also seek to obtain evidence about the regularity of financial transactions in the course of audit.

Without qualifying my opinion, I draw attention to the Accounting Policy on pensions which explains why the provisions of Financial Reporting Standard 17 have not been implemented.

#### Opinion on the Financial Statements

In my opinion, the financial statements:

- give a true and fair view, in accordance with Generally Accepted Accounting Practice in Ireland, of the state of the company's affairs at 31 December 2010 and of its income and expenditure for the year then ended; and
- have been properly prepared in accordance with the Companies Acts 1963 to 2009.

I have obtained all the information and explanations that I consider necessary for the purpose of my audit. In my opinion proper books of account have been kept by the company. The financial statements are in agreement with the books of account.

In my opinion, the information given in the Directors' Report is consistent with the financial statements.

#### Matters on which I Report by Exception

I report by exception if

- my audit noted any material instance where moneys have not been applied for the purposes intended or where the transactions did not conform to the authorities governing them, or
- the Statement on Internal Financial Control does not reflect the company's compliance with the Code of Practice for the Governance of State Bodies, or
- I find there are other material matters relating to the manner in which public business has been conducted.

I have nothing to report in regard to those matters upon which reporting is by exception.

Andrew Harkness

For and on behalf of the  
Comptroller and Auditor General

27 June 2011



## **SOUTH CORK ENTERPRISE BOARD LTD.**

### **STATEMENT OF ACCOUNTING POLICIES**

#### **1 Basis of Accounting**

The financial statements have been prepared under the accruals method of accounting, except as indicated below, and in accordance with generally accepted accounting principles under the historical cost convention. Financial Reporting Standards recommended by the recognised accountancy bodies are adopted as they become operative.

#### **2 Fixed Assets and Depreciation**

Fixed Assets are stated at their historical cost or valuation less accumulated depreciation.

Depreciation is charged to the income and expenditure account, on a straight line basis, at the rates set out below, so as to write off the assets, adjusted for estimated residual value, over the expected useful lives.

Furniture	12.5% Straight Line
Equipment	20% Straight Line
Computer Equipment	33.33% Straight Line

#### **3 Oireachtas Grants**

Oireachtas Grants are accounted for on an accruals basis. Oireachtas Grant Income is provided by Enterprise Ireland on behalf of the Minister for Enterprise Trade and Innovation.

#### **4 Grants Payable**

Grants are accrued in the financial statements when the grantees have complied with stipulated conditions.

#### **5 Capital Account**

The Capital Account represents the unamortised value of income used for capital purposes.

#### **6 Fixed Assets under Lease**

Assets financed by leasing agreements which give rights approximate to ownership (finance leases) are treated as if purchased outright with the corresponding liability to the leasing company shown as an obligation under creditors.

Depreciation on such leased assets is charged to expenditure on the same basis as for owned assets. The interest on such leases is charged to expenditure using the straight line method.

## **SOUTH CORK ENTERPRISE BOARD LTD.**

### **STATEMENT OF ACCOUNTING POLICIES**

#### **7 Deferred Income**

Repayments of Refundable Aid are recognised as income when applied as financial assistance to other enterprises. Deferred income represents refundable aid received from assisted enterprises but not yet applied.

#### **8 Superannuation and FRS17: Pensions**

Section 10(4)(g) of The Industrial Development Act 1995 provides that County Enterprise Boards may employ such personnel (including a chief executive officer) in such manner and on such terms as have been approved by the Minister (with the consent of the Minister of Finance) as the Board may think desirable or necessary for the furtherance of its objectives.

The Minister for Enterprise, Trade and Innovation, with the consent of the Minister for Finance, approved the introduction of Superannuation and associated Spouses and Children's Superannuation Schemes for the Board. Superannuation Schemes for staff of the board were introduced in 2008 and pending formal approval, the Minister for Enterprise Trade and Innovation, with the consent of the Minister for Finance, has authorised the board to operate the schemes, based on the Model Superannuation Scheme for Civil Servants, on an administrative basis. The schemes operate on a "pay-as-you-go" basis which means that the benefits are not pre-funded through the making of contributions to a separate fund controlled by trustees.

The arrangements involve the payment of employee contributions to Enterprise Ireland and the Department of Enterprise Trade and Innovation with the Department of Enterprise, Trade and Innovation making funds available to the Board, through Enterprise Ireland, to meet the cost of benefits as they fall due.

The Department is currently considering the possibility of restructuring the schemes to ones which incorporate all of the County Enterprise Boards.

Pending resolution of these uncertainties about the schemes, the board has not implemented the defined benefit scheme disclosure provisions of FRS17.

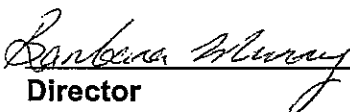
**SOUTH CORK ENTERPRISE BOARD LTD.**  
**INCOME AND EXPENDITURE ACCOUNT**  
**FOR THE YEAR ENDED 31 DECEMBER 2010**

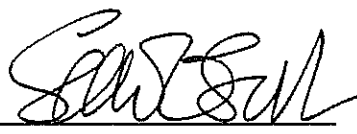
	Notes	2010 €	2009 €
<b>Income:</b>			
Oireachtas Grants	1	1,152,085	1,313,975
Other Income	1(b)	35,518	43,966
Refundable Aid	3(c)	66,060	10,093
		<u>1,253,663</u>	<u>1,368,034</u>
<b>Transfer from/(to) Capital Account</b>	7	<u>7,449</u>	<u>(2,647)</u>
<b>TOTAL</b>		<u>1,261,112</u>	<u>1,365,387</u>
<b>Expenditure:</b>			
Selective Financial Assistance	2	400,777	444,175
Entrepreneurial and Capability Development	4	468,391	470,871
Administration	5	<u>391,944</u>	<u>450,341</u>
<b>TOTAL</b>		<u>1,261,112</u>	<u>1,365,387</u>
<b>Surplus for Period</b>		<u><u>-</u></u>	<u><u>-</u></u>

The Board had no gains or losses in the financial year or the preceding financial year other than those dealt with in the Income and Expenditure Account. The results of the year relate to continuing operations.

The statement of accounting policies together with notes 1 to 14 form part of these financial statements.

  
 \_\_\_\_\_  
 Chairperson

  
 \_\_\_\_\_  
 Director

  
 \_\_\_\_\_  
 Chief Executive  
 Officer

Dated: 14/6/2011

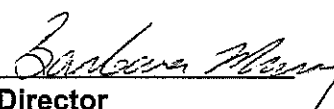
**SOUTH CORK ENTERPRISE BOARD LTD.**


**BALANCE SHEET AS AT 31 DECEMBER 2010**

	Notes	2010 €	2009 €
<b>Fixed Assets</b>			
Tangible Assets	6	14,078	21,527
<b>Current Assets</b>			
Debtors		58,437	44,558
Bank and Cash		<u>210,636</u>	<u>153,754</u>
		269,073	198,312
<b>Creditors; amounts falling due within one year</b>			
Bank		9,120	-
Oireachtas Grants paid in advance		30,002	20,703
Deferred income		168,117	121,465
Creditors and Accruals		<u>61,834</u>	<u>56,144</u>
		269,073	198,312
<b>Net Current Assets</b>		-	-
<b>Net Assets</b>		<u><u>14,078</u></u>	<u><u>21,527</u></u>
<b>Financed by:</b>			
Capital Account	7	14,078	21,527
Income and Expenditure Account		<u>-</u>	<u>-</u>
		<u><u>14,078</u></u>	<u><u>21,527</u></u>

The statement of accounting policies together with notes 1 to 14 form part of these financial statements.

  
Chairperson

  
Director

  
Chief Executive  
Officer

Dated: 14/6/2011

## SOUTH CORK ENTERPRISE BOARD LTD.

### NOTES TO THE FINANCIAL STATEMENTS

#### **1 Funding and Expenditure of the Board**

##### ***Local Enterprise***

Section 10 (2) of the Industrial Development Act, 1995 provides for payment of grants by the Minister for Enterprise, Trade and Innovation to the Board. Under Statutory Instrument No. 655 of 2006, Enterprise Ireland pays grants on behalf of the Minister. Expenditure by the Board is applied on measures under the Local Enterprise Sub-Programme, Innovation and the Knowledge Economy Priority, of the Southern & Eastern Regional Operational Programme 2007-2013.

The measures are as follows;

Measure 1 - Selective Financial Assistance

Measure 2 - Entrepreneurial and Capability Development

#### **1(b) Other Income**

	€	2010 €
<u>Training</u>		
Business & the Law	2,000	
Business Development	240	
Computers and Information Technology	3,150	
Finance	3,140	
Getting started	9,525	
Personal Development	500	
Sales & Marketing	5,800	
Specialised Courses	550	24,905
Enterprise Promotion		6,800
Management Development Programmes		3,813
		<u><b>35,518</b></u>

#### **2 Selective Financial Assistance**

The Board makes an offer of grant assistance which, if accepted, remain valid as a commitment of the Board for a specified period or in the circumstances specified on approval.

Funding provided by the Department for payment of Selective Financial Assistance in 2010, was €427,593.

**SOUTH CORK ENTERPRISE BOARD LTD.**

**NOTES TO THE FINANCIAL STATEMENTS**

**2 Selective Financial Assistance.....Continued**

The outstanding commitments of the Board at 31 December 2010 arose as follows;

	Grants €	Repayable Grants €	Preference Shares €	Total €
Commitments at 1 January 2010	225,284	6,796	1,440	233,520
Approvals in year	228,510	112,900	-	341,410
	453,794	119,696	1,440	574,930
Decommitments - 2010 Approvals	(33,197)	(11,797)	-	(44,994)
Decommitments - Pre 2010 Approvals	(96,478)	(1,525)	(1,440)	(99,443)
	324,119	106,374	-	430,493
Expenditure	(302,756)	(98,021)	-	(400,777)
Commitments as at 31 December 2010	21,363	8,353	-	29,716

Expenditure of €400,777 comprises Capital Grants €23,090, Repayable Capital Grants €98,021, Employment Grants €3,750, Preference Shares €0, Feasibility Grants €17,777, Priming Grant of €131,490 and Business Expansion Grant of €126,649.

Outstanding commitments at 31 December 2010 were entered into as follows

Prior to 31 December 2009	€0
After 1 January 2010	€29,716
	<u>€29,716</u>

**3 Refundable Aid**

**(a) Investments**

The amount invested by way of preference shares was €651,868 at 31 December 2010. As it is not possible to accurately assess the value of these shares, which are dependent on the performance of the enterprises, the shares are not capitalised on the Balance Sheet. Dividends, interest and repayments received are taken to account on a cash basis. Such receipts may be used by the Enterprise Board to fund further grants.

Movement in investments at cost	2010 €	2009 €
Balance at 1 January 2010	774,193	752,066
Repaid in the year	85,644	41,790
Issued in the year	-	146,560
Amounts written off	36,681	82,643
Balance at 31 December 2010	<u>651,868</u>	<u>774,193</u>

**SOUTH CORK ENTERPRISE BOARD LTD.**

**NOTES TO THE FINANCIAL STATEMENTS**

The following investments were held by the Board at 31 December:

Company Name	Type of Share	2010 €	2009 €
Energy Services Ltd.	Preference Shares	3,108	3,108
Chocaid.com Ltd.	Preference Shares	-	30,000
Sensory Research Ltd.	Preference Shares	17,502	18,886
M-Business Ireland Ltd.	Preference Shares	6,507	6,507
Nest Furniture Ltd.	Preference Shares	-	6,681
Creative Contract Manufacturing Ltd.	Preference Shares	17,655	17,655
ID3e Ltd.	Preference Shares	39,280	39,280
Latitude Kinsale Ltd.	Preference Shares	10,417	10,417
Ryotek Ltd.	Preference Shares	15,628	17,013
Spangle Hill Ltd.	Preference Shares	18,990	18,990
Pixel lab Ltd.	Preference Shares	17,406	18,569
Sigtec Ltd.	Preference Shares	43,564	43,564
Inis Motorsport Ltd.	Preference Shares	37,500	37,500
Allied Mobility Ireland Ltd.	Preference Shares	20,000	20,000
Epic Solutions Ltd.	Preference Shares	32,326	33,039
Finda Conference Venue Ltd.	Preference Shares	17,808	18,615
Gtelemetry Ltd.	Preference Shares	39,423	39,423
Wavebreak Media Ltd.	Preference Shares	38,616	38,616
In Hand Guides Ltd.	Preference Shares	18,574	18,574
Neville Saas Ltd.	Preference Shares	27,520	37,926
Tapasol Ltd.	Preference Shares	43,615	43,615
Ferfics Ltd.	Preference Shares	-	66,060
NomosEire Ltd.	Preference Shares	45,000	45,000
European Irish Websites Ltd.	Preference Shares	20,000	20,000
Virginna Health Ltd.	Preference Shares	48,731	49,654
Newscribe DNA Ltd.	Preference Shares	23,583	25,000
One Look Systems Ltd.	Preference Shares	24,115	25,500
EMOH IT Ltd	Preference Shares	25,000	25,000
		<u>651,868</u>	<u>774,193</u>

The board reviews investments, and when it considers that repayment of the investment is unlikely, the Board will decide to write off that amount. In 2010 €36,681 was written off by the Board. Ferfics bought back their preference shares in 2010.

	€
Chocaid.com Ltd.	30,000
Nest Furniture Ltd.	6,681
	<u>36,681</u>

**Contingent Liability**

The Board has, on occasion, provided financial assistance by means of investments in Cumulative Redeemable Convertible Preference Shares and has received proceeds of €292,479 through the redemption of some of these shares. The Board's contingent liabilities relating to these investments arise from the possibility that companies may have redeemed shares in situations where there were inadequate distributable profits. In such instances the Board may be obliged to repay moneys received on foot of redemptions.



# **SOUTH CORK ENTERPRISE BOARD LTD.**

## **NOTES TO THE FINANCIAL STATEMENTS**

### **(b) Repayable Grant Aid**

Repayments of Refundable Aid may only be used to fund further grants under Measure 1.

€301,822 advanced by way of repayable grants was potentially refundable at 31 December 2010.

	2010	2009
	€	€
Balance at 1 January	229,157	223,046
Issued in 2010	98,021	38,070
Repaid in 2010	(25,356)	(30,886)
Written off in 2010	-	(1,072)
Balance at 31 December	<u>301,822</u>	<u>229,157</u>
Due within 12 months	74,296	55,741
Due after 12 months	<u>227,526</u>	<u>173,416</u>
	<u>301,822</u>	<u>229,157</u>

The Board reviews balances due and when it considers that repayment is unlikely the Board will decide to write off that amount. In 2010, €0 was written off by the Board.

### **(c) Reallocation of Refundable Aid Receipts**

	2010	2009
	€	€
Balance of Refundable Aid receipts at 1 January	121,465	49,610
Measure 1 payments advanced from Deferred Income	(66,060)	(10,093)
Refundable Aid Receipts:		
Repayable Grant Aid	25,356	30,886
Investments	85,644	47,911
Interest/Dividends	1,712	3,151
Balance of Refundable Aid receipts on hand at 31 December	<u>168,117</u>	<u>121,465</u>

### **4 Entrepreneurial and Capability Development (Measure 2)**

	2010	2009
	€	€
Management Development Programmes	123,733	129,409
Training	62,445	39,375
Mentoring	78,518	63,858
Enterprise Education	7,725	-
Enterprise Promotion	189,276	235,382
Other	6,694	2,847
	<u>468,391</u>	<u>470,871</u>